

ABSTRACT

A METHOD FOR DETERMINING PRICING

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A method of determining a price at which a supplier provides a commodity to a customer, the method being performed by the supplier and comprising: (a) characterising the nature of growth of the customer's usage of the commodity; (b) receiving information from the customer specifying the commodity required; (c) receiving notification of the use of a 10 quantity of the commodity by the customer; and (d) determining a price for the commodity used, the determined price being dependent on the quantity of the commodity used, a level of commercial risk associated with the nature of growth of the customer's usage of the commodity, and an industry average price for the commodity at the time of determination of the price. This method is particularly applicable to the pricing of goods and services in the 15 field of computing and information technology, in particular to items of server infrastructure such as storage capacity and processing capability.

(Figure 1 to accompany abstract.)